

# COMBINED TO CRUSH HONEST COMPETITION

## FRANK S. TAGGART & COMPANY, 89 KING-STREET WEST, TORONTO

### UNDER THE BAN

Read the following Interesting Letters from the Canadian Association of Jobbers in American Watches ; also FRANK S. TAGGART & CO.'S Reply :

The Canadian Association of Jobbers in American Watches

SECRETARY'S OFFICE,  
BOARD OF-TRADE BUILDING

FEB 8 1892

Toronto, February 3rd, 1892.

Messrs. F. S. Taggart & Co.

King St. W.

Gentlemen:-

My attention has been directed to your catalogue on page 22 of which find you have listed Association Goods contrary to the terms of Art. 12 Sec. 2 of the Association regulations which reads as follows:-

"The Secretary shall send to each member the names of any dealers whom he discovers advertising listed goods to the consumer at less than twenty-five per cent in advance of the net cash price to retail dealers, and after receiving such notice it shall be considered a violation of contract, punishable with expulsion, for any member to sell or furnish any listed goods to such dealers, until notice is received from the Secretary that they have given him such assurances as have satisfied him that they will not offend in future; provided further that the Secretary shall on receiving notice, on discovering that any retailer is acting against the rule, immediately send him a copy of this regulation and request the withdrawal of the advertisement before taking action under this rule."

I must ask the immediate withdrawal of this sheet, also that you forward a corrected sheet to each and every party to whom you have sent your catalogue, nothing short of this will satisfy the Directors, and your failure so to do will compel the Directors to take action as set forth in the regulations as above quoted.

Awaiting your immediate reply,

I am Gentlemen,

Yours truly,

*Edgar A. Wills*

Secretary.

Gentlemen:-  
Under instructions from the Directors I wrote you on the 3rd inst with respect to your catalogue, and as I have not received any acknowledgment of this letter or the assurances required, I beg to notify you that unless you give me the required assurances on or before 10 a.m. on Monday the 8th inst., I shall be compelled to take action according to the terms of the article as quoted in my letter.

Yours truly,

*Edgar A. Wills*

Secretary.

The withdrawal of their Catalogue demanded, threatened with the pains and penalties provided for such cases by the Bylaws of the Jobbers' Association. FRANK S. TAGGART & CO. decline to be coerced into complying with the Association's demands to advance prices.



### FRANK S. TAGGART & CO.

Importers and General Merchants

GOLD AND SILVER WATCHES, JEWELRY, PLATED WARE, DIAMONDS, ART GOODS, ETC. GUNS, AMMUNITION, BICYCLES, AND SPORTING GOODS OF ALL DESCRIPTIONS

89 KING STREET WEST

Toronto, Canada, Feb. 10th 1892.

Edgar A. Wills Esq.,  
Secy. Canadian Association  
of Jobbers in American Watches,  
TORONTO.

Dear Sir:-

We beg to acknowledge receipt of your several communications on the 3rd and 6th, inst. complaining that we are selling goods at less than 25 per cent profit, and threatening that your Association will not supply us with goods unless we cease selling goods at less profits than those prescribed by the Association.

The goods we are selling are ours, and our profits are much larger than those of our competitors owing to additional sales we make by reason of the low prices at which we sell.

Our stock too, is extensive, and any embargo you place against the Association supplying us with goods, will not effect us for a long time hence. We think the true business principle is to make quick sales and small profits.

On the one hand we have an appreciative public to sell to, and in the other we have cash with which to make purchases, and in thus bringing the MANUFACTURER and CONSUMER into almost DIRECT COMMUNICATION with the prices of goods STRIPPED of the profits of middlemen, we feel that our success is assured.

Yours faithfully

*Frank S. Taggart*

### To Our Patrons and the Public Generally :

We realize the situation, and we fully realize the strength of the "Canadian Jobbers Association," but yet we cannot consent to yield to their demands. In our Illustrated Catalogue WE OFFER OUR WATCHES AT A REASONABLE PROFIT, with which we are content. In other words, these "Gentlemen Monopolists" say to us: We must give up our business methods and prices and adopt their methods and prices or run the risk of being boycotted, and perhaps crushed, by their Association.

We have replied as above, and shall stand by our convictions that our patrons and the public will appreciate our selling at Open Market Prices, based upon a reasonable profit on our Close Cash Buying, and with your support our Catalogue Prices will continue to rule, and the Association's attempt to control and restrict our selling prices by Combination and Monopoly Regulations, to secure for themselves long profits as Jobbers or Middlemen between the Manufacturers and Consumers, will not affect our continuing to sell direct to the Consumers our Watches at prices quoted in our Catalogue, to your entire satisfaction and our mutual profit.

We will MAIL FREE upon application a copy of our 200-PAGE ILLUSTRATED CATALOGUE ALBUM AND BUYERS' GUIDE to readers of this article.

Yours faithfully,

## FRANK S. TAGGART & COMPANY,

89 KING-ST. WEST, TORONTO.

The Canadian Association of Jobbers in American Watches.

SECRETARY'S OFFICE,  
BOARD OF-TRADE BUILDING

Toronto, February 6th, 1892.

Messrs. F. S. Taggart & Co.,  
89 King St. West.

Gentlemen:-

Under instructions from the Directors I wrote you on the 3rd inst with respect to your catalogue, and as I have not received any acknowledgment of this letter or the assurances required, I beg to notify you that unless you give me the required assurances on or before 10 a.m. on Monday the 8th inst., I shall be compelled to take action according to the terms of the article as quoted in my letter.

Yours truly,

*Edgar A. Wills*

Secretary.

Agents for the Coventry Machine Co.'s Celebrated "Swift" Bicycles

A. C. A. FL. T. WASH. COEN. AS B. Judge. the Virt. the. From. Movr. des Cha. task, at. Daily or. by Chia. united. is one. nation. Robidon. a lemer. The c. care and. The. hand. a. ings of. not only. No. demna. The Ch. ing is R. colleag. the co. phantio. as white. the pro. furnish. from h. unid on. him, by. closing. follows: Mr. Me. 1. The. formed. for elec. election. ceived. respym. without. respons. him. 2. were ou. at that. Mr. Me. des-Cha. sent in. by Paas. source. of. it. ought. signed. Politi. covered. form we. have. Carrier. Trases. gentlem. Leglat. during. this. an. Parand. the fact. slight. taking. the follo. 1. The. and evie. Mr. Arc. The. 2. The. have. made. No. Lang. the. strong. 4. Mr. The. Mr. The. The. complet. just. as. The. The. The. Judge. of. optima. princip. The. The. Jeta's. gestic. him. h. son. were. an. inter. and. Judges. h. any. the. By. he. speaks. v. nity. 7. both. L. tones. as. While. would. be. was. not. of. white. The. carrying. sent. and. to. Mex. he. will. Bonave. The. G. Orta. this. me. of. the. the. app. give. his. printed. motion. court. to. Cassa. ment. in. wards. Black. had. no. the. app. ed. at. The. ca. Mr. Ge. appeal. sent. Mr. G. lion. to. Hargr. placed. disman. ment. in. Mr. G. ing. pe. sicket. of. petitor. the. con. requir. the. ins. after. it. were. a. here. a. The. E. Annual. The. Elbera. system. ment. attend. ment. w. to. the. adopted. over. 80. most. h. vote. of. Illinois. elect. Conser. Sam. B. have. stant. have. the. pro.